

## **James W. Clash, Jr.**

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### **Professional Objective**

Seeking a challenging opportunity to apply skills and experience as a Senior Business Development Executive.

### **Qualifications**

Self-motivated Business Development Specialist with a reputation for reliability, hard work, leadership, commitment, teamwork, consistency, flexibility, attention to detail, quality control, productivity, profitability, efficiency and effectiveness.

- Design, develop and implement sales strategies and business plans for target territory with an emphasis on retention and growth.
- Clear articulate speaker at ease in one-on-one and group presentations. Interacts effectively with C-Level Executives, business professionals, peers and supervisors.
- Supply high spirited enthusiasm in leadership roles with demonstrated ingenuity and innovation.
- Utilize well developed time management skills to define priorities and implement activities tailored to meet deadlines. Handles multiple tasks successfully.

### **Professional Experience**

#### **Verigent**

##### **Sr. Regional Business Development Manager**

**01/2016-Present**

Responsible for new business development of IT/Telecom Accounts in the Mid-Atlantic region. Prepares sales strategies for the team. Initiates contact with existing and potential clients. Responsible for account revenue/growth, professional development of staff and overall business profitability.

- Cold calling, prospecting for new business and additional business in existing account base
- Manage new and existing business relationships through calls, meetings, lunches and other professional business development efforts
- Develop a list of target accounts based on business analysis and create a marketing plan for selling services to those prospects.
- Manage ongoing sales and candidate pipeline to ensure business objectives are being met
- Complete and maintain an up to date analysis of business potential in your assigned territory.
- Utilize industry experience and sales techniques to help drive business
- Complete required reports and submit in a timely manner.

#### **AlignStaffing/Connections Therapy**

##### **Business Development Consultant-Maryland, DC, Virginia**

**06/2013-1/2016**

Responsible for new business development of Healthcare Accounts in Maryland, D.C., and Virginia. Prepares sales strategies for the team. Initiates contact with existing and potential healthcare facilities. Responsible for account revenue/growth, professional development of staff and overall business profitability.

- Calls on physicians, hospital, skilled nursing and rehabilitation facility and/or management within an assigned territory to open new accounts and promote the sale of designated service lines.
- Maintains detailed territory list, prioritizing accounts in accordance with the market/territory sales plan.
- Planning and achievement of territory revenue, referral and admission goals. Works in conjunction with branch operations and other sales resources in the market in preparation of annual area business plans.
- Maintains market awareness and prepares competitive updates.
- Successful in establishing the Healthcare division
- Successful in growing the companies market share in New York, New Jersey, Pennsylvania, Maryland, Virginia and Washington D.C.
- Managed the fiduciary relationships within the office, including P&L statements, pricing, margins, overhead, expenses, etc.
- Monitored the local sales market trends and issues, and reacted appropriately and quickly to any changes or issues which could impact business relationships

## **Gentiva Healthcare**

### **Account Executive/Home Healthcare Specialist - Baltimore, MD**

**06/2012-06/2013**

Sells traditional homecare services and other available specialties or products in a market. Sales activities include account identification and development, servicing and growing facility, physician and in some instances payer case management relationships within a defined territory.

- Calls on physicians, hospital, skilled nursing and rehabilitation facility discharge planning services and/or management within an assigned territory to open new accounts and promote the sale of designated service lines.
- Maintains detailed territory list, prioritizing accounts in accordance with the market/territory sales plan.
- Planning and achievement of territory revenue, referral and admission goals. Works in conjunction with branch operations and other sales resources in the market in preparation of annual area business plans.
- Maintains market awareness and prepares competitive updates.

## **Nursefinders**

*A AMN Healthcare Company*

### **Branch Manager/Allied Account Manager-Baltimore, MD/Washington DC**

**10/2010-06/2012**

Responsible for new business development of Allied Accounts in the Baltimore & Washington DC Metropolitan areas. Prepares sales strategies for the Allied team. Initiates contact with existing and potential healthcare facilities. Responsible for account revenue/growth, professional development of staff and overall business profitability.

- Managed and grew a **\$8 million dollar office**
- Managed a **top 5 revenue producing office**
- Calls on physicians, hospital, skilled nursing and rehabilitation facility and/or management within an assigned territory to open new accounts and promote the sale of designated service lines.
- Maintains detailed territory list, prioritizing accounts in accordance with the market/territory sales plan.
- Planning and achievement of territory revenue, referral and admission goals. Works in conjunction with branch operations and other sales resources in the market in preparation of annual area business plans.
- Maintains market awareness and prepares competitive updates.
- Successful in establishing the Allied division
- Successful in growing the companies market share in Maryland, Virginia and Washington D.C.
- Managed the fiduciary relationships within the office, including P&L statements, pricing, margins, overhead, expenses, etc.
- Monitored the local sales market trends and issues, and reacted appropriately and quickly to any changes or issues which could impact business relationships

## **Maxim Healthcare Services**

**10/2005-09/2008**

### **Account Manager- Richmond, VA /Falls Church, VA**

Was responsible for successfully managing the complete operations of Maxim's branch office and growing the sales volume. Prepared sales strategies for the branch office, initiated contact with existing and potential healthcare facilities in order to sell Maxim's staffing services. Served as a leader for branch office and was responsible for client satisfaction, account revenue/growth, professional development of office staff and overall business profitability.

- Developed sound working relationships with leadership at facilities where Maxim maintained a contractual relationship.
- Monitored the local sales market trends and issues, and reacted appropriately and quickly to any changes or issues which could impact Maxim's business relationships
- Managed the fiduciary relationships within the office, including P&L statements, pricing, margins, overhead, expenses, etc.
- Managed and grew a **\$2 million dollar office**.

## **Education**

### **Bachelors of Science- Business Administration**

*Frostburg State University Frostburg, MD*

*May 2005*

## **Extracurricular Activities**

### **Mergenthaler Vocational Technical High School**

*Asst. Coach/Defensive Coordinator Varsity*

*2013-Present*

### **City Springs Middle School**

*Asst. Coach/Defensive Coordinator*

*2011-2013*

***References Provided Upon Request***